



# ON DOOR CONCEPTS LIMITED

(Formerly Known as On Door Concepts Private Limited)

CIN: L52100MP2014PLC033570 Email id - info@ondoor.com Contact No. 0755-3511480

Registered Office Address – 1<sup>st</sup> and 2<sup>nd</sup> Floor, Plot No. 13 Railway Colony, E-8 Arera Colony, Bhopal,  
Madhya Pradesh- 462039

Date: March 14, 2026

To,  
Listing Department,  
National Stock Exchange of India Limited- EMERGE,  
Exchange Plaza, Plot No. C-1, G Block,  
BandraKurla Complex, Bandra (East),  
Mumbai- 400051

NSE SME SYMBOL- ONDOOR  
ISIN: INE00ER01015

**Sub: Updates- Submission of Investor Presentation under 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Board of Directors of the Company, at its meeting held on March 13, 2026, as informed earlier in the outcome of Board Meeting has constituted a **Fund Raising Committee** to evaluate and undertake activities in relation to the proposed exploration of fund-raising initiatives of the Company.

In connection with the above and for the purpose of facilitating discussions and engagement with potential investors, the Company has prepared an **Investor Presentation** providing an overview of the Company's business operations, growth strategy, and financial performance.

Accordingly, please find enclosed herewith the Investor Presentation which may be used by the Fund Raising Committee while interacting with prospective investors in relation to the proposed fund-raising initiatives of the Company.

The aforesaid presentation is being submitted for the information of the exchange and will also be made available on the website of the Company for the information of investors and other stakeholders.

We request you to kindly take the above information on your records.

Yours faithfully,

**FOR ON DOOR CONCEPTS LIMITED**

**VAISHALI BAKLIWAL  
COMPANY SECRETARY**



On Door Concepts Limited



# Safe Harbour Statement

This presentation and the accompanying slides (The Presentation), which have been prepared by On Door Concepts Limited (The Company) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks.

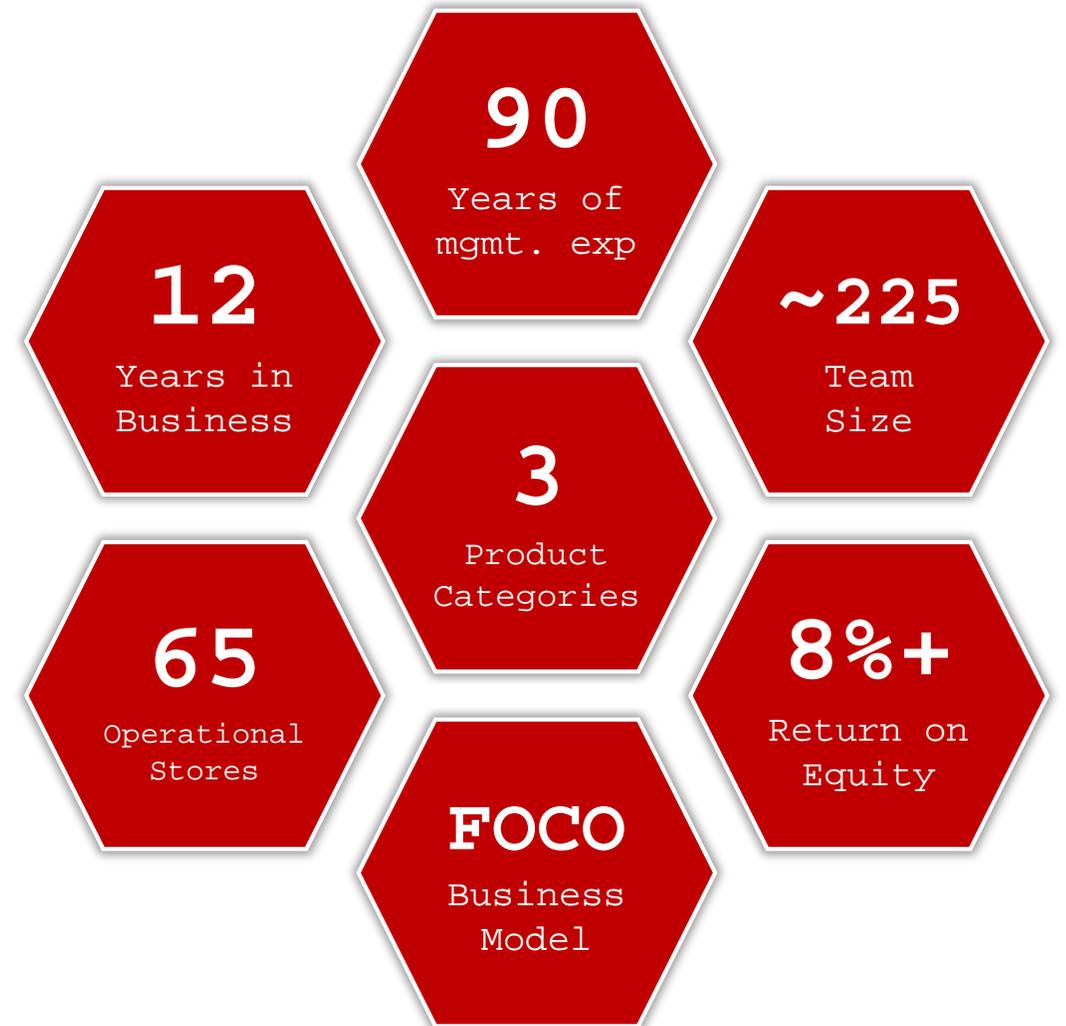
The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



# Company Overview

# COMPANY OVERVIEW

- Ondoor Concepts Limited (Ondoor, The Company) is an omni-channel grocery retail e-commerce venture established in 2014, offering a wide range of food staples, groceries, household items, personal care products, and more
- Ondoor stands out by offering competitive prices & reliable, timely home delivery
- As of September, 2025, Ondoor, a prominent regional omni-channel grocery retailer headquartered in Madhya Pradesh, operates 65 stores that include both company-owned and franchised locations. With a strategic focus on smaller cities through a franchise model
- Ondoor aims to expand its footprint using a cluster approach. This strategy prioritizes densely populated residential areas that predominantly feature middle-class and aspiring upper-middle-class consumers.
- Ondoor commitment to providing a one-stop shopping experience for everyday needs, combined with competitive pricing derived from local market insights, thoughtful product selection, and efficient supply chain management, has been pivotal in driving its growth and success.



# PRODUCT CATEGORIES



## **Fruits & Vegetables**

Fresh, handpicked fruits and vegetables, including exotic options.

## **Grocery**

A wide selection of high-quality grocery products, including staple food items.

## **Beverages**

Health drinks, coffee, tea, soft drinks, etc.



## **Personal Care**

Cosmetics, baby care, hair care, oral care, skincare, and hygiene products

## **Household Essentials**

Air fresheners, kitchenware, stationery, electrical fittings, and other household supplies



## **Household Essentials**

General household goods that go beyond fast-moving consumer goods (FMCG)

## **Dairy & Bread**

Fresh milk, dairy products, bakery items, and frozen products.

# BUSINESS MODEL

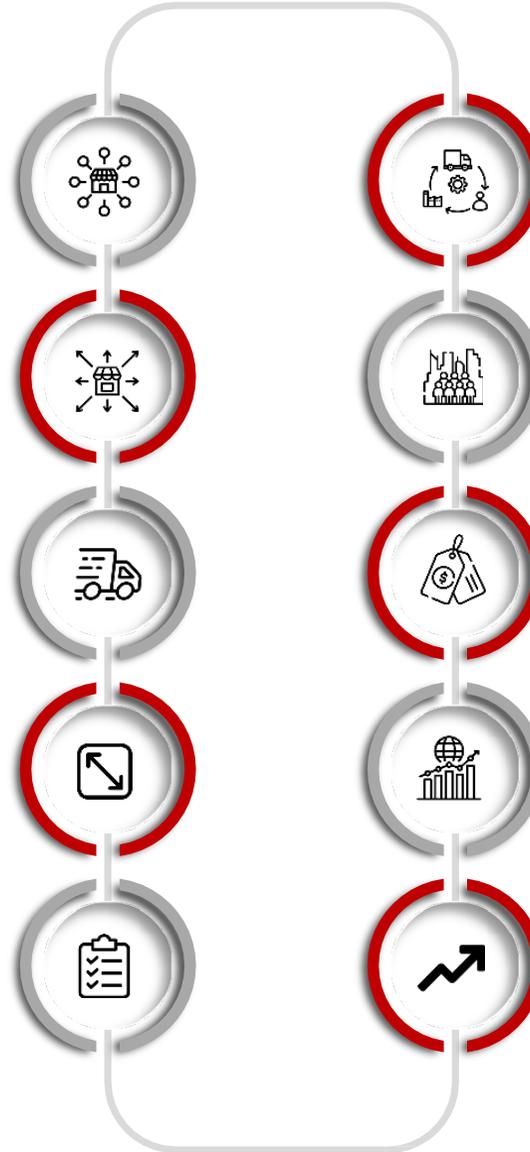
Unique franchise model  
enhances capital  
efficiency and growth

Focus on small cities for  
rapid expansion and  
market penetration

Omni-channel  
retailer combines  
convenience stores and  
home delivery.

Stores range from 500 to  
3,000 sq. ft. sizes

Real-time inventory  
visibility ensures  
accurate online  
product listings



Cluster approach  
optimizes supply chain  
and store locations

Targets densely populated  
residential areas for  
increased market share

Competitive pricing  
establishes OnDoor as a  
one-stop shop

Local market knowledge  
tailors product  
assortments for customers

Supply chain efficiencies  
support growth and  
customer satisfaction

# KEY DIFFERENTIATORS

Ondoor offers a seamless online shopping experience with apps, a web portal, phone ordering, and efficient logistics for doorstep delivery.

**Comprehensive  
E-Tailing**

The company provides a consistent value-retail experience with accessible pricing and convenience for everyday essentials.

**Value and  
Convenience**

Known for its value and convenience, Ondoor is expanding through strategic store acquisitions and a distinct ownership model.

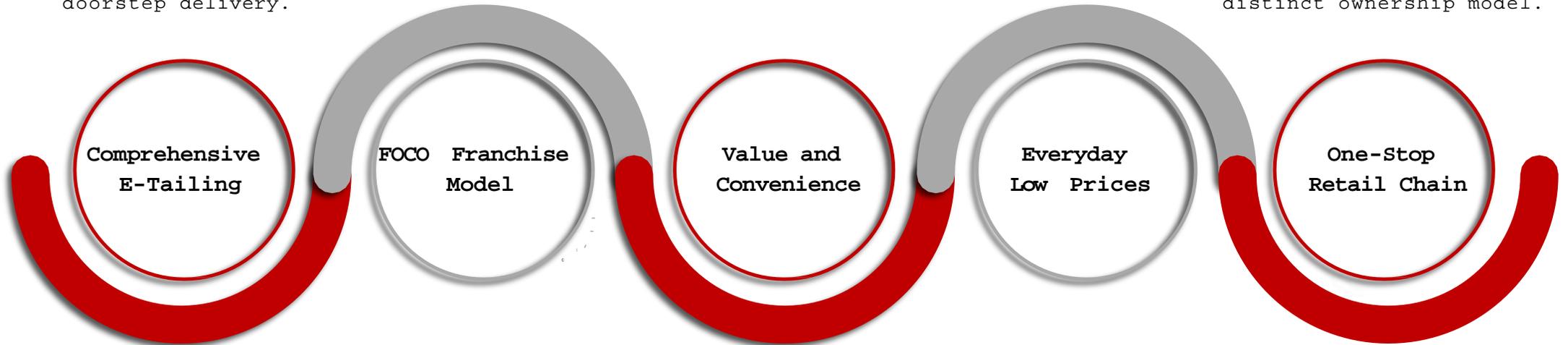
**FOCO Franchise  
Model**

Ondoor FOCO model allows individuals and businesses to franchise stores, expanding its presence across Madhya Pradesh.

**Everyday  
Low Prices**

Ondoor ensures competitive pricing year-round through a strong supplier network and efficient supply chain.

**One-Stop  
Retail Chain**



# INVESTMENT RATIONALE



## **Diverse Product Range:**

Offering a wide variety of products, including food staples, groceries, household items, and personal care products, Ondoor caters to essential consumer needs, ensuring steady demand.



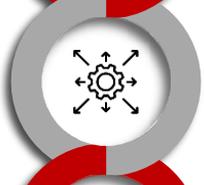
## **Competitive Pricing Strategy:**

The company's focus on competitive pricing, driven by local market insights, allows it to attract cost-conscious consumers and maintain a loyal customer base.



## **Omni-Channel Retail Model:**

As a regional omni-channel grocery retailer, Ondoor combines physical stores with online shopping, enhancing customer convenience.



## **Expansion Potential:**

With 65 stores and a strategic focus on smaller cities through a franchise model, Ondoor has significant growth potential. The cluster approach allows efficient scaling in densely populated areas.



## **Commitment to Customer Relationships:**

Guided by the motto of creating value for customers, Ondoor fosters long-lasting relationships, contributing to customer retention and brand loyalty.



## **Scalable Franchise Model:**

The FOCO (Franchise Owned Company Operated) model enables rapid expansion in Madhya Pradesh by allowing individuals and businesses to franchise stores, reducing capital expenditure and leveraging local entrepreneurship.



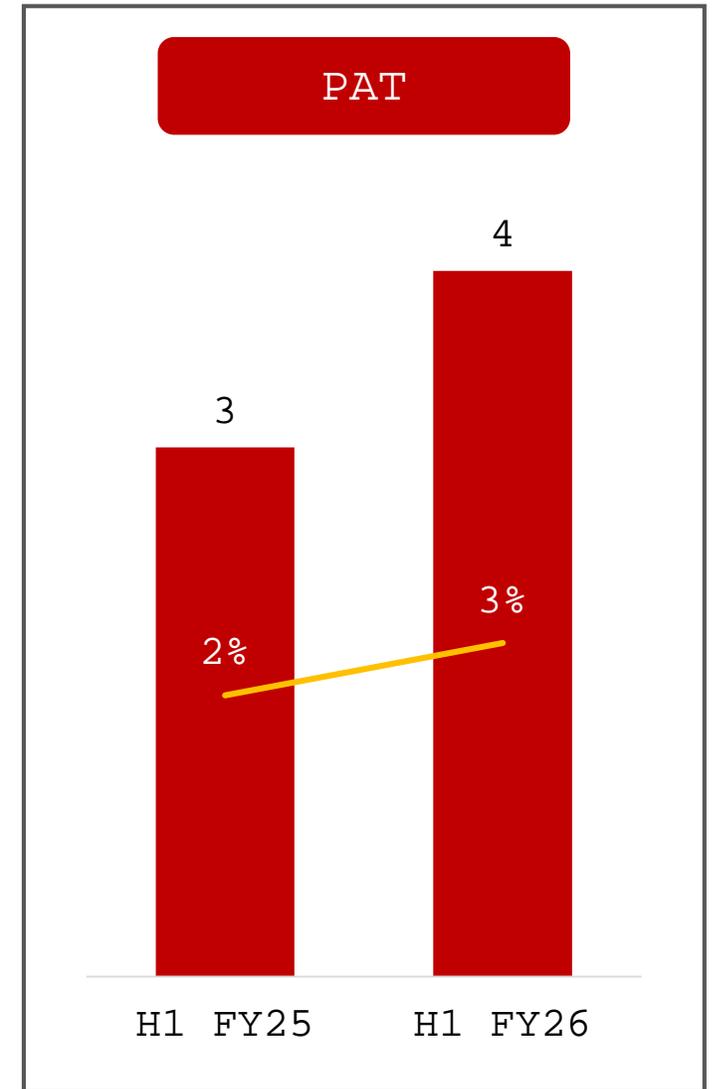
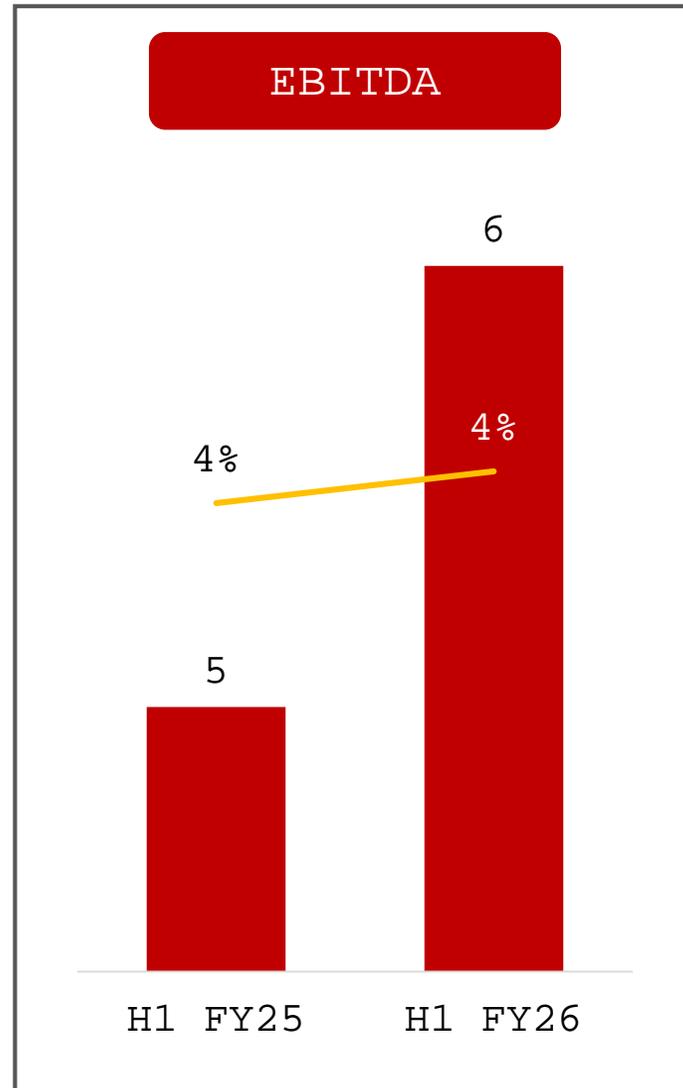
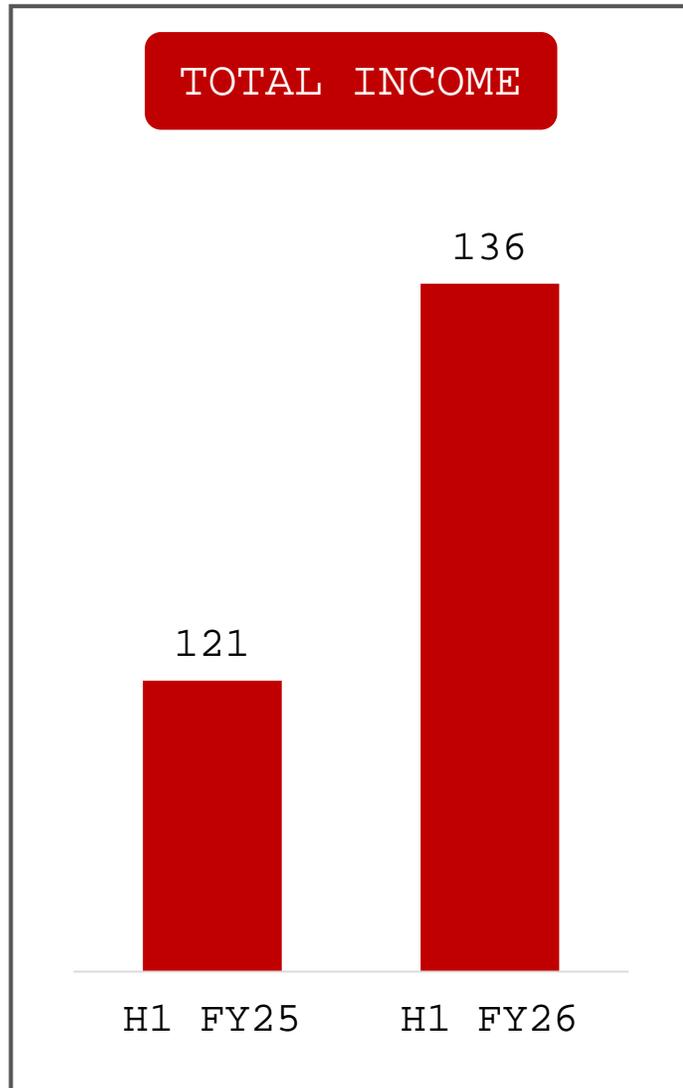
## **Proven Growth Track Record:**

Ondoor's commitment to providing a one-stop shopping experience and its effective execution of growth strategies have been pivotal in driving success, making it an attractive investment opportunity.



# Financial Overview

# H1FY26 KEY FINANCIAL HIGHLIGHTS



All Figures In ₹ Cr & Margin In %

# H1 FY 26 FINANCIAL HIGHLIGHTS

Particulars (INR Cr)	H1 FY26	H1 FY25	H1 FY24
Revenues	136	121	104
Other Income	0	0	0
Total Income	136	121	104
Total Expenditure	130	116	101
EBITDA	6	5	3
EBITDAMargin %	4%	4%	3%
Finance Costs	1	0	0
Depreciation	2	2	2
PBT	4	3	1
Tax	0	0	0
PAT	4	3	1
PAT Margin %	3%	3%	1%

# Profit & Loss Statement

In ₹ Lakhs

Particulars	FY25	FY24	FY23
Revenues	27,301.07	23,351.54	18,014.52
Other Income	7.53	0.40	0.50
Total Income	27,308.60	23,351.94	18,015.02
Raw Materials	24,105.06	20,610.07	15,731.83
Employee benefit Expenses	588.01	376.78	626.15
Other expenses	1,418.22	1,415.77	1,253.89
Total Expenditure	26,111.29	22,402.62	17,611.87
EBITDA	1,197.31	949.32	403.15
Finance Costs	40.93	8.76	66.14
Deprecation and Amortization Expenses	395.53	406.02	335.63
PBT, Extraordinary & Exceptional Item	760.85	534.53	1.38
Exceptional Item	0.00	5.53	(1,300.00)
Extraordinary Item	0.00	0.00	20.26
PBT	760.85	529.00	1,281.12
Tax	(17.11)	(76.79)	0.35
PAT	777.96	605.79	1,280.77

# Balance Sheet

In ₹ Lakhs

Equities & Liabilities	FY25	FY24	FY23
Equity	564.86	564.86	386.46
Reserves	9,416.86	8,638.90	4,734.31
Net Worth	9,981.72	9,203.76	5,120.77
Non Current Liabilities			
Long Term Borrowings	0.00	0.00	0.00
Long Term Provision	0.00	0.00	0.00
Deffered Tax Liability (Net )	0.00	0.00	0.00
Total Non Current Liabilities	0.00	0.00	0.00
Current Liabilities			
Short Term Borrowings	1,102.80	87.70	117.50
Trade Payables	953.73	1,238.42	2,654.69
Other Current Liabilities	799.99	713.23	917.17
Other financial liabilities	161.60	179.31	199.32
Total Current Liabilities	3,018.12	2,218.66	3,888.68
Total Equites & Liabilities	12,999.84	11,422.42	9,009.45

Assets	FY25	FY24	FY23
Non Current Assets			
Fixed assets	4,698.62	4,681.26	4,760.84
Financial assets	216.57	190.26	161.91
Deferred Tax Assets (Net)	197.77	180.66	103.87
Other Non Current Assets	34.67	32.40	13.34
Total Non Current Assets	5,147.63	5,084.58	5,039.96
Current Assets			
Inventories	4,561.83	3381.25	2459.82
Trade Receivables	1,623.67	1613.81	1110.99
Cash & Bank Balance	669.36	656.19	53.69
Other Current Assets	997.36	686.59	344.99
Total Current Assets	7,852.22	6,337.84	3,969.49
Total Assets	12,999.84	11,422.42	9,009.45

# Thank You



On Door Concepts Limited  
1<sup>st</sup> and 2<sup>nd</sup> Floor, Plot No. 13 Railway Colony, E-8, Arera  
Colony, Bhopal, Madhya Pradesh- 462039  
Tel No.: 0755-4509561  
Email id: [info@ondoor.com](mailto:info@ondoor.com)  
Website: [www.ondoor.com](http://www.ondoor.com)

